



# TOKYO WARS™

Ignite your profits with **TOKYO WARS**, the most intense, body jolting combat game ever created!

Namco's Super System 22 fuels this powerful game. One to four players compete in a 3-D world utilizing state-of-the-art controls.

The recoil of the tank platform and fierce game play combine making **TOKYO WARS** a blast to play!

Each four-player game purchased includes a tournament kit complete with T-shirts and posters to enhance this unique attraction.

A standard twin version will be available soon!

**IT'S NOT JUST A GAME, IT'S A VAULT!**



Specifications:  
4-Player Installed.  
90" H x 186.5" W x 98.5" D  
Power Consumption:  
(2) 20 Amp's.

This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

**"ASK ABOUT OUR FINANCE OPTIONS"  
CALL TOLL FREE 0800 TIMEOUT (846 3688)**

**Auckland/Northland:** Bevan Fisher Ph 09 525-0200 Mobile 021 622-319 Fax 09 525-0250

**Central:** Robert Briggs Ph 07 346-3783 Mobile 025 946-724 Fax 07 346-3784

**Lower N/I:** Mike De Ruyter Ph 04 389-3919 Mobile 021 444-999 Fax 04 389-3657

**South Islands:** Garth Finner Ph 03 338-1411 Mobile 025 221 8684 Fax 03 338-1410

**THERE HAS BEEN NO OTHER  
TANK GAME LIKE IT!!**

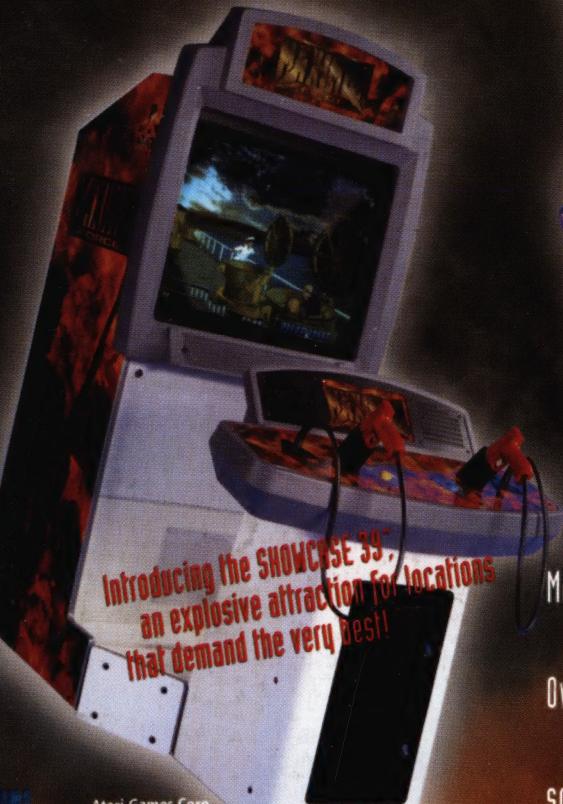
# TIME OUT

MAY 1997



# MAXIMUM FORCE

Hotter Than a Volcano!



Maximum Force takes a proven format to a whole new level. Amazing graphics. Over 30 possible minutes of game play. Thirty awesome secret rooms. Hidden scoring features. Find out why Maximum Force will be your best ROI of 1997.

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# NEO 50<sup>II</sup>



This highly-profitable 50-inch screen MVS is making its debut as the new standard on the amusement scene!

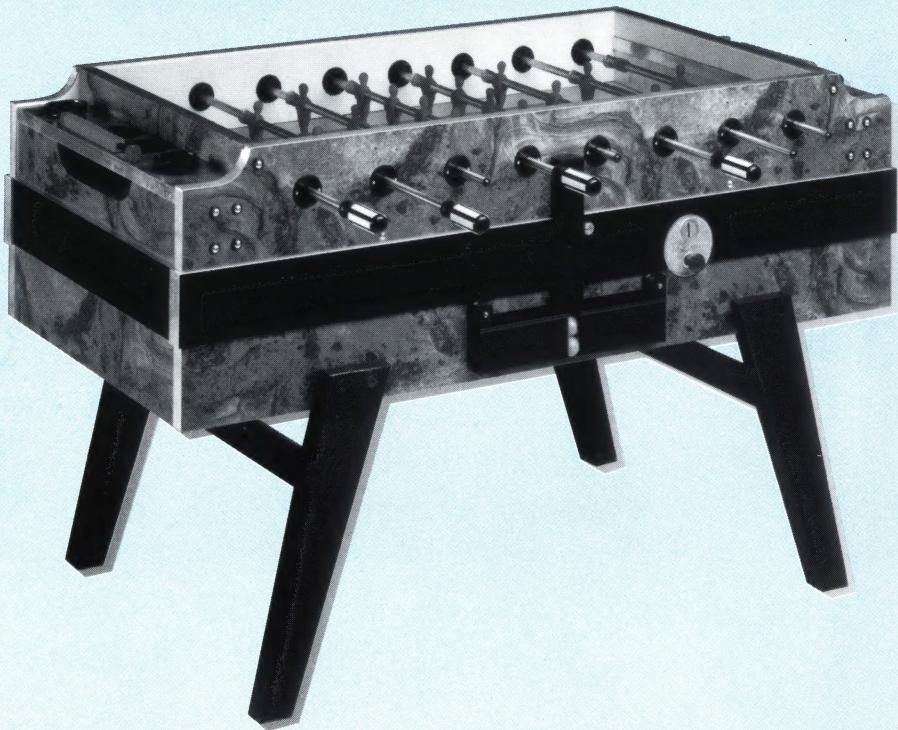
With "NEO 50<sup>II</sup>" featuring the big screen monitor that can switch between 2 frequencies automatically, you are able to enjoy two different frequencies of games.



We're Players

Atari Games Corp.  
675 Sycamore Drive  
Milpitas, CA 95035  
Tel: 408/434-3700  
Fax: 408/434-3776  
<http://www.atarigames.com>  
TM & © 1997 Atari Games Corporation. All rights reserved.

# TABLE SOCCER



**RED, BLUE & WHITE CABINET  
DESIGN ONLY AVAILABLE**

**\$2,850**

TIME OUT

# NeoPrint

**NEOPRINT**, the first photo booth in New Zealand is taking big dollars, at our test locations in Christchurch. Neoprint is appealing to people of all ages and all backgrounds. The popularity of this machine throughout Asia has seen

Neoprint to be popular with Asians that have either used or seen this machine before. It is becoming more and more popular as the game begins to take off.

Neoprint is a huge success in Japan, where over 6000 units of the little pink and white machine have been sold to date. This

product

opens up an unlimited number of locations for operators. Neoprint will easily fit into any consumer environment. Some possibilities include arcades, malls, chemists, airports and department stores...

With no chemicals and no toner cartridges, Neoprint is a breeze to use. The only maintenance involved is the reloading of the film.

Neoprint offers an impressive array of customer choices and options... all easy to understand and fun to use. Customers can choose colour, black and white, or antique sepia tone prints. Date of photo can be stamped on one row of pictures, on all 16 pictures, or on none. A voice chip provides an audio attract mode and vocal instructions also appear on the video monitor.

The PCB lets you snap three photos per session, then select your favourite pose for printing... in your choice of 48 different decorative boards! Borders include hearts, flowers, holiday themes and more! Customised boards are also a possibility.

At another touch of a button, Neoprint your choice of messages with each photo image; happy birthday, I love you, thank you etc.

Contact your agent for details.



# SAN FRANCISCO RUSH

## EXTREME RACING

### This RUSH is R

The right side of the city is the best place to race. The expert racing tracks are inkable from 2 to 8 units. The game is designed for high-end players.

- Race cars each with unique handling characteristics
- Hidden shortcuts in every track

*Take a ride,  
Get a RUSH!!*

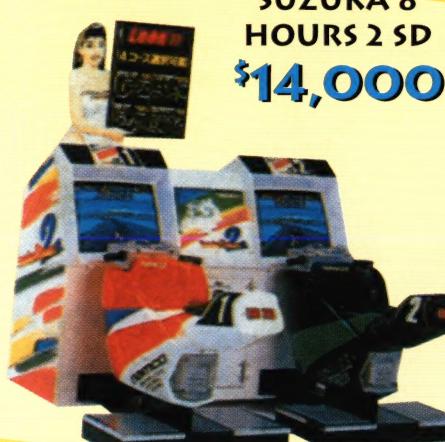
Ask for it by name, or ask for the Green Game.  
San Francisco RUSH!!!

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**He** Ken Thompson Ph 04 389-3919 Mobile 021 663-654 Fax 04 389-3657  
**South Island:** Garth Erron Ph 03 338-1411 Mobile 025 221-8694 Fax 03 338-1410  
 Depth: 65 in. (165cm)  
 Weight: 500 lbs. (227kg)

CONSISTENTLY EARNING \$2000 PER TWIN UNIT IN OUR CENTRES. DON'T MISS OUT ON THIS TOP EARNER!!!!

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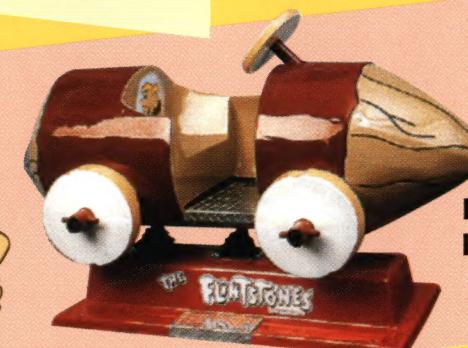
# HOT SPECIALS



**SUZUKA 8 HOURS 2 SD**  
**\$14,000**



**OUTRUNNERS TWIN**  
**\$17,000**



**FLINTSTONE KIDDIE RIDE**  
**\$4,900**



**VIRTUAL ON TWIN UNIT**  
**\$24,000**

TIME OUT

4

41

# CHAMPIONSHIP

## AUSTRALIA

### DEDICATED GAMES

1. Namco Tokyo Wars
2. Konami GTI Club
3. Namco Alpine Racer 2
4. Atari San Francisco Rush
5. Midway Cruis'n World
6. Konami Winding Heat
7. Gaelco Speed Up
8. Konami Crypt Killer
9. Taito Side by Side
10. Sega Virtua Cop 2

### CONVERSION GAMES

1. P&P Marketing Police Trainer
2. Capcom Street Fighter III
3. Namco Point Blank
4. Capcom X-Men vs SF
5. SNK Real Bout Fatal Fury Special
6. Sega Virtua Fighter 3
7. Konami Vs Net Soccer
8. Sega Virtua Striker
9. Tecmo Dead or Alive
10. Midway Max Hang Time

### PINBALLS

1. Bally Scared Stiff
2. Williams Junk Yard
3. Williams Arabian Nights
4. Bally Attack from Mars
5. Williams Johnny Mnemonic
6. Bally Theatre of Magic
7. Bally No Fear
8. Bally Safe Cracker
9. Williams Congo
10. Bally Who Dunnit

### REDEMPTION

1. Fun House Ticket Tac Toe
2. Jaleco Spider Stompin'
3. LAI Tickee Tickts
4. LAI Stadium Basketball
5. ICE Cyclone

## JAPAN

### DEDICATED

1. Namco Tokyo Wars
2. Sega Scud Race
3. Konami GTI Club
4. Sega Virtua Fighter 3
5. Sega Ski Super G
6. Sega Magical Cyber Power
7. Namco Alpine Racer 2
8. Sega Touring Car
9. Konami Grand Prix 3
10. Namco Alpine Surfer

### CONVERSION

1. SNK Real Bout Fatal Fury Special
2. Tecmo Gallop Racer
3. Capcom Street Fighter EX
4. Namco Quiz My Angel
5. Sega Puyo Puyo 3
6. Siebu Raiden Fighters
7. Taito Magical Date
8. Capcom X-Men vs Street Fighter
9. Sega Virtua Striker
10. SNK Samurai Shodown 4

### PINBALLS

1. Williams Congo
2. Data East Jurassic Park
3. Williams Arabian Nights
4. Capcom Pinball Magic
5. Sega Batman Forever



TIME OUT



NBA

## FASTBREAK

ONE  
NBA-LICENSED PINBALL

Players take to the playfield to compete against other players from any NBA team.

## FIRST NBA LICENSED PINBALL

Williams Electronics "goes beyond traditional pinball" with NBA Fastbreak; game features real-life NBA star, rules and scoring.

HELLO, National Basketball Association? Yes, this is Williams Electronics Games. We'd like to build a pinball whose theme is built around your sport and your group, under license of course ... The name? We plan to call it NBA Fastbreak ... Yes, we realise this has never been done before, but we have a heck of an innovative game in mind here.

"What's new about it? Well, the game will play just like basketball - right down to the rules and scoring. No billion point shots this time; you'll get one, two, or three points for each basket. That's right.

"Oh, and we'll even have a basket and shot clock right on the playfield. Yep, four special ramps leading right into a basket at the top of the playfield ... four ways to slam-dunk the basketball. Er, the pinball.

"So, you'll license our concept? Great. We'll have it on the street and in the arcades and FECs by spring of 1997."

Still looking for ways to bring new excitement to pinball, Williams is still creating them ... and the latest proof is NBA Fastbreak, designed by a skilled team under the direction of George Gomez. In addition to all the features described above, there's also a 3D backbox with a vertical flipper game (using a pinball-sized sphere of softer material, not a regular metal pinball). Pinball fans should love it. But basketball fans (there are a lot more of those) should love the realistic spirit, look and feel of their sport as captured by NBA Fastbreak.

"The new scoring was the key to capturing the edge-of-your-seat excitement of the NBA," said design chief George Gomez.

"If you're on your last ball and trailing by ten, you know you need to start shooting three-pointers. The strategy and head-to-head competition in NBA Fastbreak goes beyond traditional pinball."

In linked mode, players go head-to-head in a timed game where the ball can drain without penalty. The game time is operator-adjustable within a range, but will

be factory set at one and a half minutes. The players with the most points at the end of the time wins.

Other linked game features include:

- There are features built-in specifically for linked play where players can affect each other's games - stealing multi-ball, for example.
- The announcer contributes to the competition by including commentary appropriate to the situation.
- 4 basketball quarters will be tracked to enhance game intensity and tension. Halftime will include a special "Power Points Marathon" using the backbox toy.
- If there is a tie at the end of a game there is a special sudden death period. The winner must win by two points.
- The start game interface works similar to multiple player game starts on standard video game.

For more information on NBA Fastbreak contact your local area agents.

TIME OUT

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THE MEANEST\* GAME  
IN THE WHOLE DARN TOWN



Williams

Williams Electronics Games Inc.  
1200 N. California Ave., Chicago, IL 60618  
773/561-1000 • Fax: 773/561-1020 • Web: www.williams.com

\*Meanest doesn't really mean mean as in mean. It means mean as in cool, hip, awesome, the best, etc. The above photo is of a fictional dog named Spike. Any resemblance to an actual mean junkyard dog is purely coincidental.

# The Next Champ In Hand To Hand Competition

► All thirteen original hit games plus four new contenders

- New **tournament mode** lets players compete against each other in an operator selected series of games

At the touch of the screen, challengers can choose any one of **four languages**: French, German, Italian, English (European Models Only)



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# SERIOUS MILEAGE

Again, Midway brings players the best in video game action -- the fastest play, sharpest graphics and the most player-responsive driving experience. Best of all, *World in Motion* is the greatest value available in deluxe driving games.

Players can choose from any of 12 countries ranked by difficulty, or drive the entire world through 14 tracks. **2 cars** plus secret and player-customized cars. Added game play features: **wheelies, jumps, flips and short cuts.** **Favorite features:** 3-way view selector, rival car indicator, automatic or manual transmission.

another journey begins."

### specifications

" Cabinet • Height- 74" ...188 cm • Width- 30" ...76 cm • Depth- 64" ...163 cm • Weight (uncrated) 21  
" Cabinet • Height- 74" ...188 cm • Width- 31" ...79 cm • Depth- 78" ...198 cm • Weight (uncrated)

**MIDW**  
Games Inc.

## SUPERMAN BREAKS ALL RECORDS



THE world's tallest, fastest ride has been officially unveiled at the Six Flags theme park in California.

Superman the Escape, manufactured by Intamin of Switzerland, utilises a prototype electro-magnetic acceleration system which propels riders up to speeds of 100 mph in seven seconds - 2.4 seconds faster than a Porsche 911 Turbo!

The ride makes use of two six-seat vehicles, each capable of carrying 15 passengers and uses newly developed linear synchronous motors.

The mammoth L-

shape superstructure, spanning more than 900ft (three football fields), giving a total track length of 1,315ft, starts in a replica Fortress of Solitude, which Superman fans will know was his sanctuary in the comics.

Riders experience a force 4.5 Gs at maximum speed before shooting straight up the 41-storey, dual track tower, dominating the local skyline at 415ft. At peak, 6.5 seconds of weightlessness are experienced before the freefall back to earth.

The ride is located at the top of Samurai Summit, Six Flags Magic Mountain, where the track spans the park's mountain ridge to Colossus County Fair.

## ATLANTA PLAYS HOST TO AMOA INTERNATIONAL EXPO '97 OCTOBER 23-25

ATLANTA, Georgia, is the site of International Expo '97, the Amusement & Music Operators Association's annual international exhibition & educational seminars for the commercial amusement,

music, entertainment and vending industry. The event will be held on Thursday, Friday and Saturday, October 23-25, at the Georgia World Congress Centre.

International Expo '97 is expected to attract an estimated 7,500 industry professionals including a diverse cross-section of owners/operators, managers, distributors/suppliers and manufacturers of commercial amusement, music, entertainment and vending equipment at single, or

"street", locations (ie: restaurants, bowling centres, bars & taverns, clubs etc) as well as larger venues such as family entertainment centres (FECs), amusement parks, shopping centres, etc.

Among the thousands of products, services, supplies and technologies on display will be: interactive games, pinball, video games, CD jukeboxes, electronic darts, pool tables, sports games, soft play equipment, bulk vending, cranes, computer technologies, redemption equipment, phone card vending equipment, kiddie rides, plush and supplies, coin counters and validators, monitors/power supplies and other commercial equipment/technologies from the world's leading manufacturers and suppliers.

TIME OUT

## THE IMPORTANCE OF FIRST IMPRESSIONS

MANY small to medium businesses spend a lot of time, money and effort improving their product or service - making it more effective, unique or desirable to their customers. This is, of course, extremely important to the success of the business, but, in their efforts to do this how many companies overlook their own presentation to clients? For even the smallest business or sole trader it is vital to present a professional front. Clients won't mind dealing with a small company, but no-one wants to deal with suppliers who give the impression of being disorganised and unprofessional.

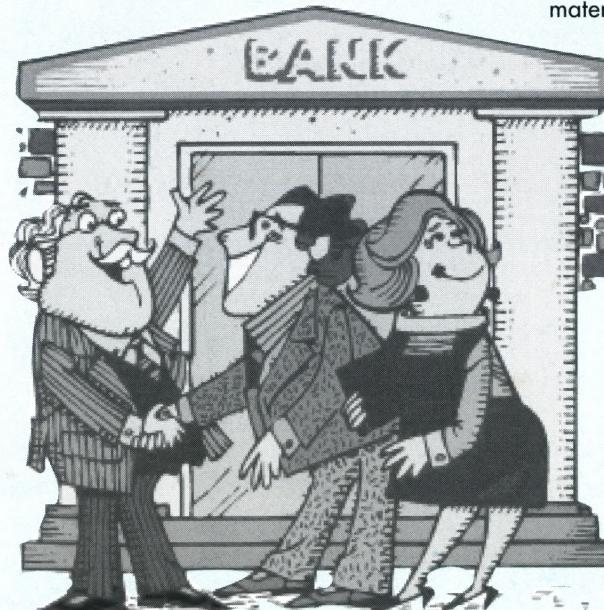
A dated logo, old fashioned invoice, photocopied letterhead or cheap looking business card can all send this message to your clients. The business card or letterhead is usually the first printed material

you present to a client and is therefore very important in creating a positive first impression.

Perhaps your quote is similar to that of a competitor - but they have a well designed logo consistently carried through on all their stationery, which has been professionally produced - which supplier gives the client the most confidence?

A consistent approach to all printed material that bears your company name reinforces the quality and consistency of your product or service. Consistency is all important in any business - it only takes one disgruntled client to tell ten others. This is why large corporations make an effort to ensure all their branches/outlets have the same standardised corporate look - signs, vehicles, uniforms, packaging and stationery, as well as consistency in their service/product. McDonalds is a good international example.

Perhaps your business is not quite so large? Maybe a business card and/or letterhead is all that is needed at present? It should still be good quality and well designed, conveying your image. If you are not sure what your image is or should be, then a chat with a graphic designer can help clarify your thoughts, it may be restrained and sophisticated, trustworthy and basic or cheap and cheerful depending on the sort of clients you wish to deal with. This image should be expressed by your logo/colours/stationery, etc. Good presentation can really make you stand out from the crowd.



TIME OUT

Courtesy Canterbury Employers Chamber of Commerce

# TECHNICAL UPDATE

## CRUIS'N WORLD MANUAL

DIP Switch 2 Settings Table (U97)

MODE	Test	SW 1	SW 2	SW 3	SW 4	SW 5	SW 6	SW 7	SW 8
	Normal	ON							
NOT USED			OFF						
			ON						
TYPE	Stand Up			OFF					
	Sit Down			ON					
TOTAL NUMBER OF GAMES LINKED	2 Linked Games				ON	ON			
	2 Linked Games				ON	OFF			
	3 Linked Games				OFF	ON			
	4 Linked Games				OFF	OFF			
LINK MODE	Link Enable						ON		
	Link Disable						OFF		
GAME LINKING I.D. NUMBER	Master (#1)						ON	ON	
	Slave (#2)						ON	OFF	
	Slave (#3)						OFF	ON	
	Slave (#4)						OFF	OFF	

PLEASE note that the Dip Switch setting on page 10 of the Cruis'n World manual are incorrect. Replacement page 10 below shows the correct settings.

### DIP SWITCH TEST

The Dip Switch Test allows the operator to check the location of the two 8-way position Dip switches on the CPU board. The operator can also change the setting of each position of each Dip switch during this mode.

To enter the test, press the **VOLUME UP** or **VOLUME DOWN** button to highlight the Dip Switch Test, then press the **TEST** button. The screen displays a layout of their current settings.

Press the **SERVICE CREDIT** button to exit the Dip Switch Test.

### LINKING NOTES:

1. To set up linking, U97 switch #6 must be **ON**.
2. For a 2-way link, the game on the left is the master (#1), the game on the right is the slave (#2). U97, switch #4 and #5 must be set for two linked games.
3. For a 3-way link, the game on the left is the master (#1), the game in the centre is a slave (#2) and the game on the right is a slave (#3). U97, switch #4 and #5 must be set for three linked games.
4. For a 4-way link, the game on the left is the master (#1), the game on the left centre is a slave (#2), the game on the right centre is a slave (#3), the game on the right is a slave (#4). U97, switch #4 and #5 must be set for three linked games.



## AUCKLAND

**TIMEOUT** Leisure extends a warm welcome to two new staff - Gavin Most joins TimeOut Leisure and fills the position previously held by technician Alisatair Hamilton who was has left our shores on his OE to London; Joe Hona the new collects person replaces Steve Jones who is now resident on the gold Coast in Queensland.

**SHARON** Phillips, the TimeOut Leisure Officer Manager, has

announced her retirement from the Amusement Industry. Sharon who will be sorely missed, has been with TimeOut Leisure since it's earliest days is leaving to pursue a career in photography. Many of you may know that Sharon has had an interest for some time in photography, particularly formal occasions and weddings. Everyone at TimeOut Leisure wishes Sharon all the best in her new career.

## HAMILTON

**JOHN** Wheaton from TimeOut Central has been keeping the workshop extremely clean and clear of machines. Great to see as machines in the workshop don't earn any money sitting there. This also allows John the space to run his Martial Arts lessons from the workshop as an added bonus.

**TIMEOUT** Chatwell continues to trade well and with the new arrivals of Tokyo Wars and Aqua Jet we are seeing more additional income. The prize redemption from this store is currently exceeding expectations and attracting a family based clientele.

## TAURANGA

**GREAT** to see Greg Orr from OrrKids Amusements back on two feet after breaking a leg while playing baseball. His foot caught on the ground while sliding in for a home run and snapped his leg in two. Unfortunately this was only a practice run.

## ROTORUA

**GEYSER** Court will soon be reopened with over 10,000 sqft of pool tables/bar/nightclub and games area. Cue Bar from Hamilton are also due to open soon which will seen two similar businesses competing for the same market.

**FRED** and Ann Richmond from New Image Rotorua have placed their business on the market with local real estate agents. Best of luck and the best for the future.



# WELLINGTON

MIKE, Irene and family of Spacetec Coin, recently went on a well deserved holiday in the beautiful South Island.

Envious staff find themselves working hard to keep up with business demands during the busy school holidays.

**STAR** Wars mania is still going strong with Darth Vader being spotted in the Hoyts Cinemas, Manners Mall.

The skill with which the distributors released these movies, just on holiday time, has pulled the school kids, families, and young adults into our arcades leaving our counter staff shell shocked, but putting smiles on the accountants faces.

**SUNDAY** the 20th was a day of celebration for Wellington rugby as the Hurricanes romped over the South African Free State 59 to 30. Commiseration's to for the Auckland Warriors unfortunate loss to the Canterbury Bulldogs, say no more.

**ONE** of our staff members, Brett, decided to play a game that doesn't have coin slot. The price you pay is travel to a wilderness, food, dry socks and a gun. After playing this game he came away with a high

score of a ten pointer stag. Congratulations Brett. Enter initials, please continue.

**OLD** Daytona's never die, they just earn more money. That is the case with TimeOut Extreme. It seems very popular to "corporate racers", the lunch time teams that constantly challenge each other to find the best of the best amongst their peers. It is great to see them get so much enjoyment for their money, win lose or draw they go back to work with smiles, waiting for the next chance to prove themselves champions.

**LASERFORCE** now has 11,000 signed up members and is showing a constant popularity amongst people of all ages. It is also proving popular for birthday parties and business functions. The first Space Marines competition is starting shortly with Dragon Ballz challenging laser force staff team, Dreadnaught. Both teams have equal footing but the ensuing battle will show who has the courage under fire to defeat the enemy. For more information on Laserforce Space Marines you can find it on the Net at <http://loon.norlink.net/laser/lasermis.html#m3>.

Well that's about all from the staff of Spacetec Coin, were looking forward to a steady and prosperous winter and hooray Tekken 3.

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**TIME OUT**

# TECHNICAL UPDATE

## GTI CLUB REPLACEMENT TIMING BELT

**THE** original timing belt used on the steering of the GTI CLUB has proved to be unsatisfactory.

Konami have acknowledged that the belt is unsuitable for the

purpose and have supplied replacement belts. These belts along with fitting instructions are available through Coin Cascade.

## GTI CLUB IMPORTED TWO CABINET

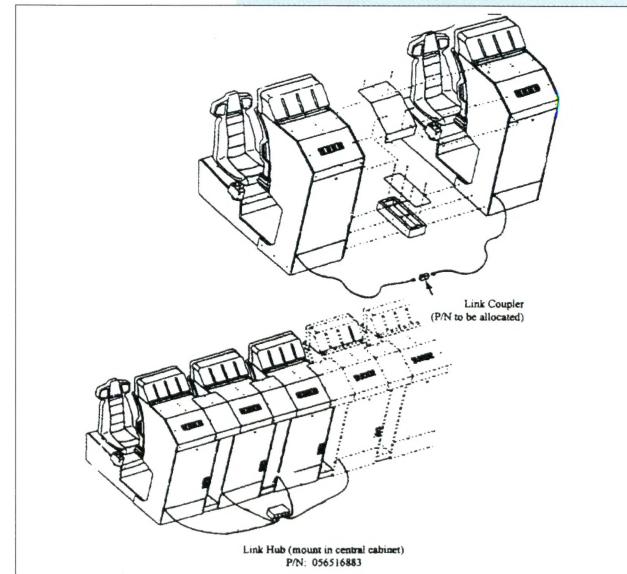
**THE** imported GTI CLUB TWIN has 6 perforated grill panels on the upper and rear side of the cabinet. These grills are unacceptable for the following reasons:-

1. Dust can settle on the rear of the monitor and the monitor chassis.
2. Liquid can be spilt through to the monitor and monitor chassis.

3. Items can easily be poked through the grill causing damage to the game board and the monitor chassis.

A replacement vent louvre type grill is currently being designed and they will shortly be available from Coin Cascade.

## SAN FRANCISCO RUSH - LINKING



### Linking 2 x LAI Built Cabinet's:

A link coupler and cable is provided with each cabinet at no additional cost.

### Linking 2 x Imported Cabinet's:

A link cable is provided by a coupler is required. The part number is to be allocated.

### Linking 3-8 Cabinet's:

A link HUB is required. The part number is: 056516883

### Link Box:

A link box can be ordered as an optional extra it does not have a part number, but can be ordered as **REQUEST FOR WORK**. Please note the link box is only needed for joining the cabinets together.

All parts are available from Coin Cascade.

# HOT SPECIALS



CYBER CYCLES DX  
TWIN UNIT  
\$45,000

CYBER CYCLES SD  
TWIN UNIT  
\$23,000



ACE DRIVER  
TWIN ONLY  
\$49,000

TIME OUT

# INTERNATIONAL NEWS

## SEGAWORLD BLAMED



Segaworld, the UK's largest indoor theme park, has been blamed for disappointing results at the demerged leisure company Trocadero.

Trocadero, which runs the complex on a joint venture basis with Sega Amusements Europe, claimed that unfulfilled expectations coupled with technical and operational problems were responsible for the attraction's poor performance.

The £45m (\$NZ106m) attraction in London's Picadilly Circus, which opened in September,

made losses of £122,000 (\$NZ290,000) on top of £210,000 (\$NZ498,000) start-up costs.

"It is disappointing to see the initial difficulty that our operating partner Sega has experienced in transferring a proven success story in Japan to Britain," Trocadero chief executive Nick Leslau said. "This has taken place at a time when a number of rides are to be modified or replaced."

Pre-tax profits for the whole Trocadero group, which also incorporates the Enid Blyton Company, were pushed down 32 percent to £1.23m (\$NZ2.9m).

## IAAPA SHOW

It seems the giant IAAPA Show is moving from New Orleans to Orlando this year because of coin-op. The background information which has come to us is that the New Orleans authorities have been very difficult over machines which pay out - even childish, family-

oriented redemption games giving fluffy toys - and the city tried to up the rates of the major hall used there. Net result, the city lost a major show, 25,000 visitors and all, to Orlando, where some cuts may have to be made to cram everything into the Orange Convention Centre.



## LAKESIDE SCHEME FOR BREMERHAVEN

A DM1bn (\$NZ875m) scheme has been proposed for a new Bremerhaven, Germany.

Ocean Park will incorporate a theme park, exhibitions, shopping and leisure facilities. Spread over 60

hectares, the complex is planned to open in time for the world exhibition Expo 2000.

Ocean Park will be jointly marketed with Space Park in Bremen, which is being built simultaneously, and expects to attract around three million visitors per year.

Pictured is an architect's model for the ambitious lakeside venture.

TIME OUT

# INTERNATIONAL NEWS

## AMOA BOARD PROPOSES NEW DIRECTION TO PREPARE FOR FUTURE

Citing a desire to better address broader issues affecting all industry segments and enhance its ability to react to industry trends, the board of directors of AMOA recently proposed several infrastructure changes at its mid-year meeting, held February 26 - March 1 in Rancho Mirage, California.

Among the proposals - to be voted on this fall by AMOA's membership - are reducing the number of individuals who serve on the AMOA board of directors

from the current 48 to 21 by the year 2000 and modifying the association's name from the Amusement & Music Operators Association to the Amusement & Music Owners Association.

"These exciting proposals reflect a desire by AMOA's board to streamline the decision making process to better service the industry as well as improve programs and services to our members," said AMOA President Jerry Derrick, Derrick Music Co., Charleston, W. Va.

## ALPINE RACER CHALLENGE



SPANISH FEC operators, New park, has launched the first world championship competition on Namco's virtual ski game, Alpine Racer.

The contest, which is held in New Park's first international FEC in Andorra, began on

January 21 and runs until April 9 when the grand final takes place.

There are prizes for the first 16 winners including ski goods and also a weeks trip for two people to a ski resort in America for the winner. The Andorra centre which opened in June last year occupies some 600 sq.m on two floors and has more than 50 amusement attractions.

## GOLDEN TEE GOLF FINALS SCHEDULED FOR ASI SHOW

Citing the success of its monthly on-line tournaments, Chicago-based Incredible Technologies says it will hold a live finals competition on its tournament game Peter Jacobsen's Golden Tee 3D Golf at the Amusement Showcase International next month.

Tournament prizes will total over \$NZ45,000 with the first place winner getting \$NZ75,000. This first live national Golden Tee finals will be limited to the top 12 qualifiers in the January on-line tournament, held last month. Incredible Technologies reports thousands of on-line winners since

it began holding tournaments last year. Over \$NZ350,000 has been given out to almost 4,000 players across the United States.

All qualifiers will receive air fare and hotel accommodations to Las Vegas. The live tournament will be held in the Incredible Technologies booth on the show floor. External monitors and a live announcer will be utilised during the tournament competition.

Incredible Technologies say its on-line golf tournaments have also sparked interest in league & tournament play on the local level.

TIME OUT

Street Fighter Alpha 2 (B)	\$1,250
Tekken	\$1,250
Tekken 2	\$1,750
Toshinden 2	\$750
Virtua Fighter 2 26" dedicated	\$8,000
X-Men (B)	\$850
X-Men vs SF (B)	\$1,695

### CABINETS FOR SALE

26" Lowboy c/w NRI coin acceptor	\$1,650
26" Upright c/w NRI coin acceptor	\$1,750
Red 26" Gun Cab. c/w S6 coin acc.	\$2,750

### DEDICATED FOR SALE

Air Hockey Table - stainless steel	\$3,000
Cruis'n USA 26" twin sit down	\$16,000
Cyber Sled 26" twin sit down	\$7,000
Exhaust Note 26" twin sit down	\$7,000
Grand Prix Star 26" twin sit down	\$7,000
25" Ded. Lethal Enforcer Cabinet	\$3,750
Rave Racer - Ridge Racer 3 - twin	\$22,500
Revolution X 25" Dedicated Cab	\$5,990
Sega Rally 26" & 29" twins	\$32,500
Stadium Cross 26" twin	\$8,500
Virtua Racer 26" twin sit down	\$10,000
Winning Run DX Mover	\$4,000

### PINBALLS FOR SALE

Addams Family	\$4,500
Creature/Lagoon	\$2,100
Demolition Man	\$4,250
Dirty Harry	\$4,250
Dr Who	\$2,500
Fish Tales	\$2,100
Flintstones	\$3,750
Indiana Jones	\$4,000
Judge Dredd	\$2,950
Popeye	\$2,950
Star Trek	\$3,500
Whitewater	\$2,100
World Cup '94 Soccer	\$4,700
Twilight Zone	\$2,900

PH BEVAN 09 525 0200

### LOGIC BOARDS FOR SALE

A Boards are available with any B Board purchase	\$820
2x Armoured Warriors (B)	\$300
1x Elevator Action	\$1,250
1x Fighting Vipers	\$4,200
1x Gun Bird	\$500

1x Jackie Chan	\$750
2x Killer Instinct 1 PCB	\$3,100
1x Killer Instinct 2 PCB	\$3,750
1x Macross	\$450
4x Mortal Kombat 1	\$600
1x Mortal Kombat 3 Ultimate	\$1,400
2x NBA Jam Tournament	\$1,100
4x Street Fighter CE	\$350
5x Street Fighter Hyper Fight	\$350
5x Street Fighter Super Turbo (B)	\$400
3x Street Fighter 2	\$250
1x Street Fighter The Movie	\$1,200
1x Street Fighter Alpha 1 (B)	\$800
1x Tekken 1	\$1,000
1x Tekken 2	\$1,750
1x Toshinden	\$1,500
1x Virtua Fighter 2 PCB only	\$4,500
1x War Gods (hi res)	\$3,400
1x X-Men (B)	\$900

### CABINETS FOR SALE

Red Uprights 26" vid game cabinets, elec. mechs exc. cond.	\$2,000
Red Lowboys 26" vid game cabinets NRI mechs, exc. cond.	\$1,800

### PINBALLS FOR SALE

The Flintstones	\$4,800
The Shadow	\$4,800

### DEDICATED FOR SALE

Air Hockey (Gamemasters Ultimate)	\$4,800
Alpine Racer 50"	\$30,000
Cruis'n USA DX full motion	\$28,000
Cyber Cycles twin	\$28,000
Cyber Cycles 50" twin x2 linkable	\$54,000
Drug Wars 50" & console	\$10,000
Gun Fighters 26"	\$4,200
Laser Kits, Mad Dog 2,	
Crime Patrol, Drug Wars	\$1,500
Lethal Enforcer Kit	\$1,000
Mortal Kombat 3 Ultimate 26"	\$2,800
NBA Jam Tourn 26" elec. mech	\$3,500
Projector 50" big screen & console	\$9,000
Revolution X complete	\$6,500
Rabbit Racer Redemption	\$13,000
T-Mec twin	\$15,00
2x Underfire 2 play shaking guns	\$4,000
Virtua Cop 1 40" NRI mech, high sec. door	\$13,000
Virtua Fighter 2 complete	\$7,000
Vidikron Wall Proj's 33" to 120"	\$6,000

PH MAARTEN OR ALEX 09 524 5773

# CLASSIFIEDS

## FOR SALE

Cruis'n USA twin - exc. condition \$16,000  
**PH HELEN 025 511 507/PETER 04 299 3235**

## FOR SALE

Cruis'n USA twin  
**PH CRAIG 04 576 0193**

## DEDICATED FOR SALE

After Burner 2 Upright	\$1,200
Coco the Clown	\$4,500
Hit the Ice 4p	\$1,000
Lethal Enforcers PCB	\$1,000
Line of Fire	\$2,100
Lord of Gun Kit	\$900
Mobil Gunham Gun Kit	\$900
Operation Thunderbolt	\$800
Rad Rally Twin	\$7,000
SCI Dedicated Upright	\$1,500
SST Air Hockeys	\$2,800
Space Gun	\$2,100
T2 Gun	\$2,200
Virtua Fighter 2	\$7,000
Virtua Fighter	\$3,500
Virtua Racer Twin	\$12,000

## PINBALLS FOR SALE

Black Rose	\$1,600
Corvette	\$2,800
Creatures	\$1,800
Demolition Man	\$3,900
Dr Who	\$2,200
Fish Tales	\$1,900
Flintstones	\$3,400
Getaway	\$1,300
Hook	\$1,200
Indiana Jones	\$3,800
Jokez	\$800
Judge Dredd	\$2,800
Party Zone	\$1,100
Police Force	\$800
Popeye	\$2,600
Simpsons DE	\$800
Star Wars	\$1,800
Star Trek Williams	\$3,300
Taxi	\$800
Terminator 2	\$1,500
Twilight Zone	\$2,500
Whitewater	\$1,800
Who Dunnit	\$5,500

**PH KEN OR MIKE 04 389 3919**

## FOR SALE

Mortal Kombat 1	\$300
Cyclone Pinball	\$1,000
White Water	\$1,900
Street Fighter Alpha 1	\$550
Street Fighter Turbo	\$200
Super Street Fighter	\$180
Karnovs Revenge	\$150
Alpha Mission 2	\$60
Ninja Commando	\$40
World Heroes 2	\$60
Savage Reign	\$60
Killer Instinct	\$2,500
3x 20" black cabs on 50c, good quality, front access	\$1,000

**PH LEON 09 297 7657 OR 09 297 7863**

## FOR SALE

Neo Geo Goal Goal Goal Cartridge	\$150
26" Killer Instinct complete	\$5,250
Suzuka 8 Hours 2 twin 26"	\$12,000

**PH MATTHEW 09 377 5388**

## FOR SALE

Virtua Cop 2 26" dedicated	\$12,900
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**PH KEITH 09 817 8820**

## FOR SALE

Party Zone Pinball	\$1,750
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**PH PETER 06 323 7579**

## PCBS FOR SALE

19XX (B)	\$750
Armoured Warriors (B)	\$250
Dark Stalkers (B)	\$150
Gunbird	\$400
Jackie Chan	\$450
Karate Tournament	\$250
Lethal Enforcer Kit	\$1,000
Lord of the Gun	\$500
Major Title	\$450
Mortal Kombat	\$600
Mortal Kombat 2	\$900
Ultimate Mortal Kombat 3	\$1,650
NBA Jam TE	\$1,000
Street Fighter 2 CE	\$250
Street Fighter 2 Hyper Fight	\$250
Street Fighter 2 Turbo (B)	\$300
Street Fighter Alpha (B)	\$700

# JALECO

Jaleco is planning to launch a dedicated arcade racing game called STCC (Super Technical Car Challenge). Following on from the company's successful GT 24 Hours, it will use Sega's Model 2C board. It is likely to be seen for the first time in the UK at the AL Preview.

## SEGA DEAL SET FOR OCTOBER

The amusement industry's biggest company, Sega Enterprises of Japan and one of the largest toy makers in the world, Bandai Co. Ltd., will merge on October 1.

The decision was taken at separate meetings of the two companies' boards. The announcement was subsequently made at the Tokyo Stock Exchange by Hayao Nakayama, President of Sega, Makato Yamashina, President of Bandai, Isao Ohkawa, Chairman of Sega and also Chairman of CSK, the largest shareholder in Sega with 20 percent of stock.

At a press conference after the announcement, Mr Nakayama pointed out that only with large-scale businesses could international trading be conducted successfully and that the only US\$5bn plus company in terms of revenue until



## AUSTRALIA

David Hankin is reported to have sited one of the photo sticker machines in his George Street, Sydney, Australia, location recently and it ran out of paper within the first hour, which is both a reflection of the game's popularity, the need for two printers/paper rolls in each machine, and the fact that Aussies these days are slow to turn a game into baser fun.

# INTERNATIONAL NEWS

## EASTERN EUROPE

It is expected that up to 20 new malls with FECs will be opened in Eastern Europe over the next five years by Magic City, a subsidiary of the Polus Granite

Investment Corporation. A Magic City FEC opened in Budapest at the end of 1996 and a further five are scheduled to open in Hungary alone in the next two years.

## THOMSON'S VENTURER GOES GLOBAL



Thomson Entertainment's Venturer 14-seat simulators are being installed in South America and Southeast Asia as a result of contracts signed at IAAPA '96. In addition, the company has reached an agreement with Rio de Janeiro-based Clageral Ltd., to become its exclusive representative in Brazil

for the entire Venturer range.

Thomson general manager Eric Dumont stated, "Brazil is a very important expansion market for us. The potential for simulation is enormous, particularly if existing unfavourable import taxation is removed."

Regional sales manager Brad Alexander said South American visitors to IAAPA showed a high level of interest in the company's product.

Venturer simulators have been ordered for the Fantasy Place venues in Sao Paulo and Rio de Janeiro. In Argentina, a machine will soon be at Parque Lujan.

Five other simulators are destined for China and Southeast Asia via Thomson's regional distributor Melchers. Also, contracts were signed for four Venturer S2s: three in Taiwan and one in France.

## WMS WREAKS HAVOC

Rampage World Tour is the Midway Games re-make of the classic video game of 1986 Rampage.

The three-player game features three former lab technicians from Scumlabs International who have been inadvertently exposed to volatile chemicals.

Transformed, as a result, into angry creatures intent on destroying whole cities, and ultimately Scumlabs, the characters wreak as much havoc as possible.

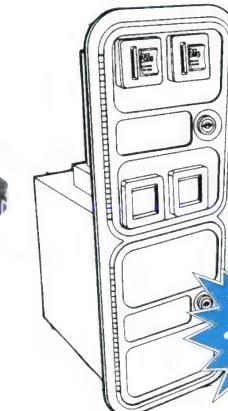
The new version includes greater depth of play and added features such as power-ups and special screens.

TIME OUT

# SPECIALS



GREEN/YELLOW  
MCA JOYSTICKS



DAYTONA  
PLASTIC  
SIDES  
WITH  
DECALS



LETHAL  
ENFORCER  
GUN HALVES -  
BLUE & PINK.  
WERE \$35

5258135

WICO JOYSTICKS - 2 FOR \$10

SEGA RALLY PLASTIC SIDES WITH DECALS  
- IDEAL FOR TIDY UPS \$230 EACH

POWER SUPPLYS ONLY \$55 EACH

S6 COIN MECHS \$210 EACH

BLUE 28 WAY EDGE  
CONNECTORS \$2 EACH

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Lower N/I: Mike De Ruyter Ph 04 389-3919 Mobile 021 444-999 Fax 04 389-3657

Ken Thompson Ph 04 389-3919 Mobile 021 663-654 Fax 04 389-3657

South Island: Garth Ennor Ph 03 338-1411 Mobile 025 221-8694 Fax 03 338-1410

# San Francisco RUSH EXTREME RACING

## THE FOLLOWING ARE INPUT AT THE "SELECT YOUR CAR" SCREEN:

HOLD down the **VIEW 1** button to select the alternate cars (this makes a total of 8, are there more?).

Hold down the **MUSIC** button and press the **VIEW 2** button to turn the drone cars on/off.

Hold down the **MUSIC** button and press the **VIEW 3** button to select the amount of tactile feedback the steering wheel produces.

## THE FOLLOWING ARE SHORTCUTS/BONUS AREAS ON THE ADVANCED TRACK:

AS you head uphill after the first big left hand turn there is a tunnel entrance in the buildings on the left. This tunnel goes under the road and emerges out of the buildings on the right at the top of the last jump.

Drive through the first set of orange cones at the **ENTRANCE RAMP** and veer left through the support columns before the **DANGER!** sign to find a jump ramp. Although you are airborne for a long distance this route is much shorter and faster.

Drive through the orange cones and jump off the broken piece of the bay bridge. If you jump towards the left you can land on the other side of the bridge and

it will end in a huge halfpipe. You can get the bonus time there by running into the white boxes with the Atari logo on them at the top of the loop. There are also little figures holding up pit signs with writing on them (programmers name?).

At the top. This area is for exploration only & is definitely not a shortcut.

Drive under the semi-trailer to hit a jump ramp which will put you on top of the buildings. Hit this ramp round 85-90 mph and punch the gas again while in the air to level out. Continue jumping the buildings and you will end up landing in the field on the right side of the wall which empties back out onto the starting straight away.

Just past the semi-trailer

turn, proceed down the hill and drive straight into the fountain in the plaza on your left. Hit it around 95-100 mph and it will launch up and into the side of the building.

There is a tunnel straight through the building that is hidden by the glass panels. Its walls are covered with the **DANGER!** signs. There is another little figure in the middle of the tunnel holding a pit sign that appears to have **LOSER** written on it. It is possible to stop in the building tunnel by slamming on the brakes and/or passing the **REVERSE** button. You will be returned to the course as if you hit the **ABORT** button after a short amount of time. You get **BONUS TIME** for passing through this tunnel.

## THE FOLLOWING ARE SHORTCUTS/BONUS AREAS ON THE EXTREME TRACK:

VERY shortly after the start there is a ramp in the buildings on the right that leads into a parking garage shortcut. It contains a few very sharp turns and be sure to watch your head on the way out.

At the first right hand hairpin after the jump you will see a red and white tower and small white buildings and you will enter a canyon halfpipe with rock obstructions on your right and then

on your left.

Drive straight through the cones in front of Chinatown instead of turning right and you can drive the hills all the way up.



## CHRISTCHURCH

**EVERGREEN** performer Tina Turner breezed through town recently, stopping long enough to entertain an enthusiastic but cold crowd of approximately 25,000 and spawning a rash of over 100 noise complaint calls.

Following bomb scares at two of her North Island shows, the three stories of staging set up for her Lancaster Park concert collapsed just a day and a bit before she due to perform. Starting from scratch, they managed to build a new stage and finished the job

just one hour before performance time. **CONSTRUCTION** of the Christchurch Convention Centre opposite the Town Hall and Park Royal Hotel has finally been completed. The centre was officially opened by the Mayor Vicki Buck and little known celebrity Shagam Raji of Tai Tapu.

**THE** current debate surrounding the lowering of the drinking age to 18 year is of grave concern to everyone involved in the entertainment and leisure industry in this country with most agreeing it will have a detrimental effect of business.

## TAXING PENALTIES

The Inland Revenue Department has announced new rules on the payment of taxes, and other deductions made by businesses on behalf of it.

The rules, to take effect from 1 April 1997, introduce penalties for late filing, late payment and shortfalls.

The penalties are not inconsequential, and will apply to all taxpayers. Late filing of income tax returns will attract a penalty between \$50 and \$500. Late filing of ACC Earner Premium Calculation Statements and PAYE and ACC Earner Premium Reconciliation Statements may each incur a penalty of \$250.

Late payment penalties will attract an initial 5% penalty, and monthly incremental 2% penalties on the amount owing.

The penalties come into effect from the day after the due date for payment.

Underpayments will be charged interest on the amount outstanding, at a rate that will be periodically published (in a small concession, overpayments will attract interest from the day after the date due).

Shortfall penalties resulting from:

Lack of reasonable care 20%

Gross carelessness 40%

Evasion 150%

Unacceptable interpretation of the law 20%

Adopting an abusive tax position 100%

Criminal penalties for offenses defined as absolute liability offenses, knowledge offenses, evasion or similar offenses, offenses in relation to court orders, obstruction and aiding and abetting, will range from \$4000 to \$50,000 and up to five years' imprisonment.

Information kits are available from your nearest Inland Revenue Office.

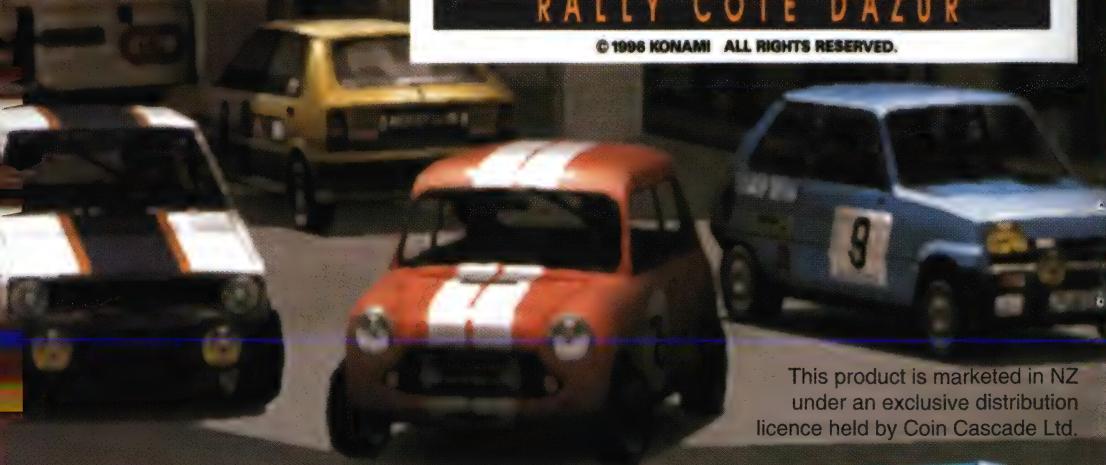


# GTI CLUB



RALLY COTE D'AZUR

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This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

A TOTALLY NEW DRIVING GAME CONCEPT!

Many outstanding features to learn that keep players coming back for more.

"Unique 'Hand Brake' feature"

"Feedback Steering"

"Stunning Graphics"

"Excellent playability"

"Mapped out course with short cuts"



SPECIFICATIONS

Outer Dimensions	1,445 (W) x 1,650 (D) x 1,800 (H)mm
Minimum Door Size for Packed Machine	800(W) x 2,000(H)mm
Weight	400kg
Power Supply	AC 220-240v (50/60Hz)
Power Consumption	400W

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# SPEED UP



- ◆ LINK UP TO 4 CABINETS FOR HEAD-TO-HEAD COMPETITION
- ◆ THREE COURSES TO CHOOSE FROM
- ◆ 8 SELECTABLE CARS
- ◆ FEEDBACK STEERING

This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

**namco**  
The Game Creator

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**Lower N/I:** Mike De Ruyter Ph 04 389-3919 Mobile 021 444-999 Fax 04 389-3657  
Ken Thompson Ph 04 389-3919 Mobile 021 663-654 Fax 04 389-3657

**South Island:** Garth Ennor Ph 03 338-1411 Mobile 025 221-8694 Fax 03 338-1410



# MAXIMUM FORCE



ATARI'S new shoot-em-up, Maximum Force, is hoped to build on the success of last year's hit, Area 51. The game, which will be distributed worldwide by Namco, follows a similar plot to its predecessors, but instead of

liberating a military base from aliens, this time players are up against a band of international terrorists. The game also features 30 hidden areas for players to find, and the game will be supported by a site on the worldwide web.

The initial format will be a 39" showcase cabinet, to be followed by a standard 25" model in April.

WMS Industries released their new Midway Cruisin' World driving game at the recent AMOA Show in Dallas Texas.

According to Mr Joe Dillon, Vice President of Sales for WMS, more than 5,000 orders for the game were taken from distributors internationally during the first 3 weeks of release.

"The orders are still coming in and the factory is back-ordered until the end of February," claims Mr Dillon.

Cruisin' World follows the previously successful Cruisin' USA which outsold the Sega Daytona world-wide with more than 25,000 games produced.

"This is a great game for the petrol head who really fantasises about the way he or she would like to drive their car but are not allowed to do so. The game is just an enormous amount of fun with driving scenes from

eight different countries. You can even do 'wheelies', explained Mr Oswin.

The popularity of Cruisin' World is remarkable considering that there are 8 other driving games currently available in the market place. Cruisin' World is available as a single player game linkable up to 4 stations.



TIME OUT

## CRUISIN' WORLD RECORD SALES

# WORLD JOURNAL

MAY 1-3

### WORLD OF ENTERTAINMENT '97

Prumyslovy Palc, Prague,  
Czech Republic  
Contact: Svet Zabavny  
Ph: +42-2-2491-1681  
Fax: +42-2-2491-4249

AUGUST 24-26

### AUSTRALIAN GAMING EXPO '97

Convention & Exhibition Centre,  
Darling Harbour, Sydney  
Contact: Exhibition Management  
Ph: +61-3-9649-4044  
Fax: +61-1-9646-1828

JUNE 11-12

### ASIAN AMUSEMENT EXPO

Exhibition Centre, Singapore  
Contact: AIC Exhibitions  
Ph: +65-222-8550  
Fax: +65-224-6328

AUGUST 27-29

### ASIAN AMUSEMENT & INTERNATIONAL THEME PARKS EXPO '97

World Trade Centre, Singapore  
Contact: AIC Exhibitions  
Ph: +81-3-3438-2363  
Fax: +81-3-5472-7115

JUNE 17-22

### AIFAD EXPO

### DISVERSIONES 1997

Expo-Guadalajara  
Convention Centre, Mexico  
Contact: AIFAD  
Ph: +52-3-614-3015  
Fax: +52-3-615-1482

SEPTEMBER 23-26

### FUN EXPO

Sands Expo Centre, Las Vegas  
Contact: Bailey Beeken  
Ph: +1-914-993-9200  
Fax: +1-914-993-9210

JUNE 18-19

### GAMING FOR AFRICA EXPO

Gallagher Estate,  
Johannesburg, South Africa  
Contact: Andre Gouws  
Ph: +27-11-704-3147  
Fax: +27-11-704-1616

SEPTEMBER 25-29

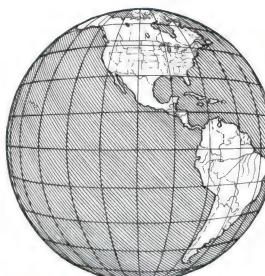
### CHINA AMUSEMENT EXPO

Beijing Exhibition Centre,  
Contact: Business & Industrial Fairs  
Ph: +852-2865-2633  
Fax: +852-2866-1770/2076

JUNE 14-26

### TILE '97

Palais des Congress,  
Strasbourg, France  
Contact: Lark Harrison  
Ph: +44-1985-846181  
Fax: +44-1985-846163



TIME OUT

## TAKE CARE WITH TAX RETURNS - IRD CAN IMPOSE NEW PENALTIES

**TAXPAYERS** completing their own returns this year will need to be very careful they supply the correct information, because new taxation penalties take effect from April 1, 1997.

For many wage and salary earners, and business operators too, finding their way around tax forms can be a nightmare. The terminology used can be difficult to comprehend and instructions confusing.

### OBLIGATION

While ignorance of the law has never before been a defense, the IRD is no longer able to exercise discretion where a taxpayer was genuinely unaware of a given provision.

The existing additional tax and penal tax regime is being replaced with a graduation of fixed, non discretionary shortfall penalties. The size of the penalty is linked directly to the degree of culpability of the taxpayer.

The degree of culpability ranges from an honest mistake, which may attract no shortfall tax penalty to tax evasion, which attracts a 150 percent tax shortfall penalty.

### DOUBLED

Existing penalties have been doubled, and additional penalties introduced.

For example, a lack of reasonable care which would have resulted in a 10 percent penalty under the old regime now attracts a 20 percent penalty.

Tax evasion will attract a penalty of 150 percent of the tax shortfall, as well as the possibility of a \$50,000 fine and five years' imprisonment.

Use of money interest may still apply in addition to these penalties

on both underpayments and overpayments of tax.

Taxpayers who obstruct the IRD will have 20 percent added to their tax shortfall penalties.

New criminal penalties will be enforced for serious tax violations and failure by an employer to account for PAYE deductions will be subject to a maximum term of imprisonment of five years.

New late filing penalties starting during the 1998 tax year have now been introduced which mean that a taxpayer required to furnish a return who fails to do so by the due date can be subject to a late filing penalty (minimum penalty of \$50) even if no tax was payable.

### ADVICE

The combination of the complexity of the forms and legislation together with the very tough penalties which may be imposed just for failing to take reasonable care highlights the importance of seeking professional advice or assistance with all but the simplest of tax returns.

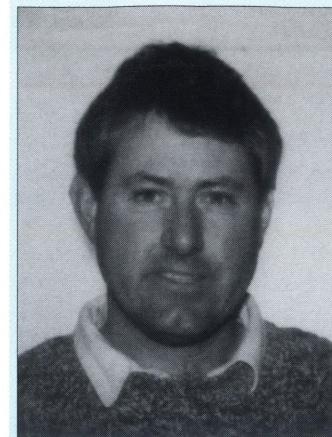
The new penalties for late filing also mean that such assistance should be sought as soon as possible.



TIME OUT

# MEET THE STAFF

## SERVICE DEPARTMENT



**NAME: COLIN VITEL**  
**POSITION:** Service Manager

**DUTIES:** Day-to-day running of the Service Department, sorting out problems and providing customer backup and support.

**NAME: MICHEAL HANN**  
**POSITION:** Electronic Technician

**DUTIES:** Servicing: site and in house equipment.



TIME OUT

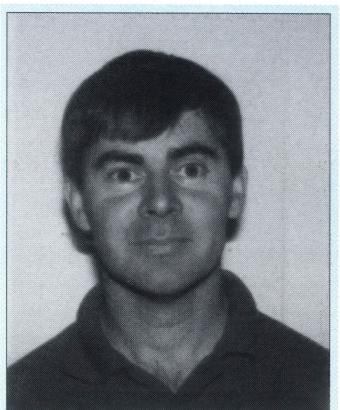
**INTEREST & HOBBIES:** Family first but I also enjoy reading, gardening, golf (I have a 9 handicap), tramping, tennis, good food and wines.

**STATEMENT:** For over 30 years, I have been involved in electronics, 16 of that in the repair of video games. Starting on these back in 1981, I worked for Taito NZ, and then went out for 5 years working for myself.

The last 7 years have been a real eye-opener working for Coin Cascade. The pace of technology has been a real rollercoaster, with many technicians getting lost along the way. It's not easy and will always be a challenge, but in our Service Department, we have over 50 years of expertise and experience between the three of us, and so

we feel we are up to that challenge.

The essence of our success is always to give one hundred percent, with excellent staff and a good on-going customer relationship. We, in the Service Department, will always do our level best - frustrations yes, knowing that that component is faulty and replacement is anywhere between three and twelve weeks away, but satisfaction too, in knowing that our service to our customers is second to none.



**NAME: ALAN BADCOCK**  
**POSITION:** Technician/  
Service Man

**DUTIES:** Repairs to games both on site and in the workshop

**INTERESTS & HOBBIES:** A dedicated family man. Wife, two daughters, 1 dog, 2 cats and 3 rabbits. I enjoy fishing, tramping and many family activities.

**STATEMENT:** You have got to be good to look good.

**INTERESTS & HOBBIES:** Computer hardware design, surfing the Internet, photography, martial arts.

**STATEMENT:** I have been with Coin Cascade now for five years. In that time it has never been dull or boring. The games are getting bigger, better and more complicated. So how do you service these new games? The back to basics approach seems to work best.

If you have a problem with your arcade machine or need advice we are here to help you with any problem that you should have.

TIME OUT

Don't look now, but the amusement machine industry is not the only entertainment business going through a rough patch these days. The record industry reports that music

# OUR COMPETITION IS HEATING UP!

sales were great last year, but have plummeted this year. Comic books, same story. Movie profitability is flat ... and has been flat for years. TV viewership is declining, both in terms of total numbers of people watching the tube, and in terms of average viewing hours per day by a single person.

What's the reason for all this? In our view, it can be explained very simple: more entertainment competition, less leisure time. Perhaps most of us are too busy scrambling to keep up with day-to-day developments, so that we rarely stop to think about the "big picture". But today's market is radically new and different from any in the industry's previous history. To put it simply, since 1990 we have witnessed an incredible explosion in the sheer volume of competition on our "turf". As many business observers have noted, more and

more of the economy is geared toward entertainment.

It used to be that if you wanted to be amused, you had a few TV channels at home ... a radio in your car ... and movies or live performances in the community. They were all passive experiences, and there weren't all that many of them around. In such an environment, coin-operated games and music did a great job. They were able to liven up drab street locations. In such an environment, arcades with interactive games (both computerised or electro-mechanical) exercised an irresistible appeal of being new, different, and exotic.

On the way to the store, you can enjoy top-quality music and sound via your car's dashboard CD player. When you arrive at the grocery store, the restaurant, the book or record store, the drug store, the video rental store, or even the once-humble coffee shop, you find it has undergone an upgrade. Now it resembles the lobby of an upscale hotel ... or maybe the command deck of a submarine ... or the ground floor of a sci-fi space terminal.

This fact can't be stressed enough: retail store layouts now provide "entertainment value" through sheer eye appeal. They have huge expanses of space, carefully chosen colours and logos, lots of glass and chrome and neon. They have comfortable seating, and - increasingly - they offer free, on-site entertainment experiences as well. Free offerings range from background music "try before you buy" video games and CDs, to free interactive video games, to free soft modular play at McDonald's and other chains.

When it comes to paid entertainment in today's retail



TIME OUT



ON YOUR MARK ...

After nearly 50 years as the Amusement & Music Operators Association (AMOA), the group now wants to rename itself by changing the word "operators" to "owners". Good-natured skeptics can

remind us that "operators are operators, no matter what they call themselves ... just like a jukebox is a jukebox, despite long ago attempts to dignify it with phrases like 'coin-operated phonograph'." Are the skeptics right? Is AMOA's proposed name change the amusement industry equivalent of naming a six-foot rowboat the "Queen Elizabeth 3"?

Granting all due respect for "truth in labeling", I have to disagree with the skeptics. Key thought: most operators will still call themselves operators. The reason for calling AMOA an "owners" association is to advertise that distributors and manufacturers will no longer be second-class citizens. Under AMOA's proposed new structure, a distributor or factory exec could someday become AMOA president. If so, then under the proposed new name, he or she will not have to hear the question: "Hey, you're NOT an operator! What are you doing as leader of an OPERATOR association?"

Most important, perhaps, is that times - and people - are change in this industry. Correction: they already have changed. Lots of today's traders entered the business 17 years ago on the strength of Ms. Pac-Man (another batch arrived 5 years ago with Street

Fighter II). A decent remainder of these so-called "latecomers" are still around today. They have no romantic nostalgia about the word "operator". Brand names like Gottlieb and Chicago Coin also invoke no magic for these people. In fact, they might never have heard of them.

It may be shocking to some, but quite a few members of the FEC world (most of whom are also relatively recent arrivals) actually find words like "operator" and "coin-op" a turnoff. This is because FEC folks originally got the cold shoulder from the traditional "operator" and "coin-op" world. They were told, in so many words: "You're not one of us." That was an error on several levels - factual, political and financial.

But it was done, and it has created profound and lasting results. The FEC crowd felt prompted to found their own organisation ... flock to their own trade show ... and adopt their own self-descriptive words and phrases. Today, they feel as emotionally loyal to their word - FEC - as industry vets feel about the words "operator" and "coin-op". Changing AMOA to an "owners" association will help signal the association's decisive new attitude (long overdue) that FEC people are welcome to belong, welcome to attend the AMOA Expo, etc - along with makers and users of gambling equipment and many other related markets.

Would a rose by any other name smell as sweet? The question misses the point: if you grow the roses, you get to call them anything you want!

WE naturally think of customers as adults equipped with powers of clear thinking. If adults make poor decisions about the products or services they choose, then they bear that responsibility.

## CHILDREN AS CUSTOMERS

If a service or product does not deliver what is promised, however, there are avenues for complaint.

But what if the customer is a child? What are the special responsibilities, if any, that product or service providers should heed?

Certain products we all know are off limits to children. Legislation forbids sale of items such as cigarettes, alcohol and restricted literature.

But there is no government code of ethics governing products and services for children. Certain organisations, however, do establish their own standards.

The Children's Television Standards issued by the Broadcasting Authority, for example, regulate advertising during children's programming, and the commercial television industry has also issued a code of practice governing content and ratings of children's TV.

The 1993 Consumer Kids conference established that children are becoming clever consumers - they now have more disposable incomes, are very brand conscious, and have a greater say about how they will spend their money.

Children are big business. Fast food outlets and their tie-ins with major American movies

releases are good examples of how organisations are capitalising on the youth dollar.

McDonalds has a merchandising arrangement with the Disney corporation to promote

In addition, Timezone stores have had a "makeover" and are now brightly lit and spacious, far removed from the seedy atmosphere typically associated with video game parlours.

As well as running a commercial facility, Timezone is keen to maintain its position as an active and responsible corporate citizen. Offering high achiever awards in schools is an example of this commitment.

Retailer World 4 Kids is also aware of its responsibility regarding younger consumers. Managing director Bruce Rosengarten says product which endorses M rated movies is not stocked, even though the movie in question may be hugely popular with children.

World 4 Kids has also refused to stock a casino game considering it inappropriate that children be taught the skills of gambling.

Staff at World 4 Kids also advise adult customers about the suitability of product they are buying for certain age groups.

World 4 Kids regards courtesies such as this as responsible and ethical business practice.

Children are a vulnerable group. Although they may practice adult consumer behaviour, they do so without the power of informed decision making which comes with experience.

Deciding what is best for the child rests, ultimately, with the child's guardian; but business does bear some responsibility.

As Timezone and World 4 Kids have demonstrated, it is possible to provide commercial products and services to children, and respect the youthfulness of this consumer group.

children's cartoon classics. A rival chain won the rights to promote the M rate blockbuster, Jurassic Park.

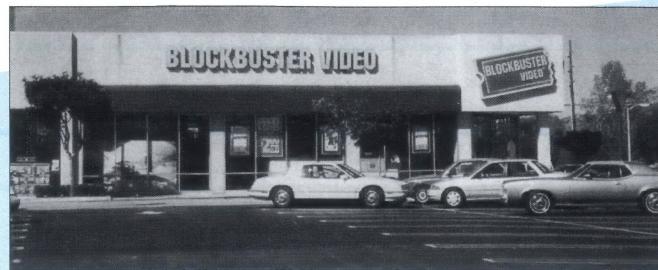
So, are businesses free to make a quick dollar out of children? Glen Collyer, marketing manager of Timezone Family Entertainment Centres does not think so. At a recent breakfast address, Collyer emphasised "responsibility".

Collyer outlined Timezone's code of ethics and customer service standards.

These include: the provision of a trained manager on duty at all times; not allowing children on the premises during school hours; establishing good relationships with parents; and keeping an eye on kids - encouraging them to go home if they have been at Timezone too long or are spending too much money.



TIME OUT



complexes, you usually have your choice of 10 or 20 different bigscreen movies. You have your choice of 50,000 CDs. You have your choice of 50,000 books. You have your choice of 10,000 rental movies. You have your choice of 500 home video games. What's more, it's all sold at discount prices!

This doesn't even begin to address the biggest competitor of all: legalised gambling.

Let's say you finish shopping (or gambling) and return home, in the mood to get serious at last. You turn on the TV news. Guess what? It dazzles you with movie-star handsome (or model-beautiful) anchors, jazzy music and eye-popping computer graphics. Even a three-alarm fire is packaged like entertainment these days. Besides, half the content of "news" show is now devoted to entertainment (interviews with pop musicians and recaps of sports events ... all complete with more and more film clips).

Maybe you turn off the TV and sit down at your computer to do some work. But a friend has sent an email message saying: "Hey, check out the great new video game at the 'new games' Web site. You can download the first five levels for free!"

If the Internet is carving that deeply into free entertainment

(such as TV), it's got to be hurting coin-op revenues as well (of course, we don't need to say anything about the home video game market, which is riding back to record sales levels this year on the strength of Sony PlayStation and Nintendo 64).

Ours is an entertainment-oriented culture. Maybe "entertainment dominated" or "entertainment drenched" would be more accurate.

The humble jukebox or arcade of old, seems increasingly shabby in comparison. We used to be a big fish in a small pond. Now we're a small fish in a big ocean.

Here's one final, disturbing fact to throw into the mix. Surveys by the US Department of Commerce show that Americans are spending more hours at work each week, than they have in decades. From 1930 to 1985 or so, the average number of hours worked each week declined as the 40 hour week became standard. But from 1985 to today, the average

number of hours worked per week by employed citizens has steadily grown. It's up to 50 and 60 hours in some studies.

Why is this happening? Maybe it's due to company

demands for increased productivity. In other cases, it might be caused by an employee's need for a bigger paycheck (sometimes two paychecks, which means working two jobs and having even less leisure time). In many instances, people are simply working longer and harder out of fear of being "downsized" or laid off in today's unstable business climate. The point is, Americans in 1997 have less time for leisure activities ... yet, more entertainment choices than ever before in history.

The coin-op industry has talked about new products, new technologies, new customer bases, new business models, new philosophies, new types of companies, new structures, new alliances, new promotions, new locations, new types of financing, you name it. All of these are fine and good. But first and most important, we have to understand what we're up against.

If all the above-mentioned trends continue (which seems likely), then tomorrow's business climate will be even more radically different ... and even tougher. So, all of us in the industry must ask ourselves this question: "What can we do to remain competitive in this tougher, more challenging environment?" Whatever answer we come up with, it must be commensurate with the scope of the problem.



# HOME GAMING

FOR a while the biggest threat to the amusement industry looked to be the home video game system market.

The "threat" has been brought into perspective in recent times. Despite increasing technology in the home video game industry, people are still plonking money down the chute of coin operated games. They offer an atmosphere that home systems don't.

But for all that, the home user systems are important to watch.

Presently there are the "big three" systems vying for the home market dollar - the Sony Playstation, the Sega Saturn and the much vaunted Nintendo 64.

Home gaming specialist magazine Next Generation recently ran a comparison of all three, citing their strengths and weakness and evaluating their overall performance.

Sony's Playstation came out in 1995 and has sold some 6 million units. It runs a 32-bit processor, half the processing power of the new

Nintendo 64, but it's cheaper and presently has more games on offer.

It presently leads the market, but was still untested against Nintendo's technologically superior product at the time of writing.

Problems with the

system:

Although it has a lot of good games, it has very few that are

considered classics or "must haves".

It is going to have to pull some rabbits from the hat if it is to survive, and it is interesting to see that already it has increased its advertising push (almost a third of NG magazine was filled with Sony Playstation ad's).

Looking at the second system, Sega Saturn has the obvious advantage of access to some great game titles - Daytona, Sega Rally, the Virtua Fighter series and Virtua Cop just to name a few. But their Saturn is even slower than the Playstation, with a basic 16-bit processor. That will give you good graphics, but not great graphics.

Playing the "classic" titles evoke the memories of great arcade games, but the Saturn is hardpressed to reproduce the graphic magic of the arcade counterpart.

Finally, there is the much hyped Nintendo 64.

In the four days following

its launch it sold 300,000 units and it is technologically superior to anything that has thus far been produced for the home front.

Its flagship game is called Super Mario 64, a spin off from Nintendo's wildly successful character and all critics, pro and



anti

Nintendo, agree - it has the goods, making maximum use of the game machine's impressive 3D driving motor.

But there are problems. Add-ons for the 64 are expensive, and game cartridges aren't going to be cheap either.

There is also a problem of a lack of games at the moment. Nintendo seem to be pretty slow at bringing something out to match the awesome Mario 64, and no one is going to shell out several hundred bucks for a one-game machine.

Word is, however, that Nintendo have some pretty spectacular titles on the horizon. They just better be quick at getting them out if they want to maintain customer interest.

It is important to monitor what is happening on the home front from our industry's point of view, so we can keep up and hopefully outdo anything on offer for the home video game system user.

# RTS

## UNITED STATES

### DEDICATED

		DIST.
1.	Atari Area 51	89%
2.	Dynamo Solitaire Challenge	15%
3.	Sega Virtua Fighters 3	9%
4.	Incred.Tec Golden Tee 3D Golf TE	36%
5.	Namco Point Blank	10%
6.	Sega Die Hard Arcade	48%
7.	Sega Virtua Cop 2	27%
8.	Sega Virtua Cop	19%
9.	Konami Lethal Enforcers	62%
10.	Konami Lethal II Gunfighters	41%

### CONVERSION

1.	Midway Cruisin' World	54%
2.	Namco Alpine Racer 2	5%
3.	Atari San Francisco Rush	28%
4.	Konami Winding Heat	4%
5.	Sega Daytona USA	54%
6.	Sega Gun Blade New York	16%
7.	Midway Cruis'n USA	75%
8.	Namco Alpine Surfer	4%
9.	Sega Daytona USA Special Edition	12%
10.	Namco Time Crisis	28%

### PINBALLS

1.	Sega Independence Day	17%
2.	Bally Scared Stiff	45%
3.	Bally Attack From Mars	54%
4.	Williams Arabian Nights	30%
5.	Sega Space Jam	28%



## NEW ZEALAND

### DEDICATED

1.	Namco Tokyo Wars
2.	Atari San Francisco Rush
3.	Konami GTI Club
4.	Sega Sega Rally
5.	Sega Daytona
6.	Williams Cruisin' World
7.	Sega Manx TT
8.	Konami Henry Explorers
9.	Sega Scud Twin
10.	Namco Alpine Racer 2

### CONVERSION

1.	Namco Tekken 3
2.	Capcom Street Fighter III
3.	Capcom X-Men vs SF
4.	Capcom Street Fighter Alpha 2
5.	Namco Tekken 2
6.	Sega Virtua Striker
7.	Sega Virtua Fighter III
8.	Midway NBA Maximum Hangtime
9.	Capcom Street Fighter Alpha
10.	Sega Die Hard Arcade

### PINBALLS

1.	Williams NBA Fastbreak
2.	Williams Junkyard
3.	Bally Scared Stiff
4.	Williams Attack From Mars
5.	Williams Arabian Nights

